

## **Background**

Partners are a key component to Mimosa's continued success, assisting our customers worldwide with important decisions about designing, testing, deploying and integrating networks, and providing service and support of Mimosa products in country. The Premier Partner Program is a global program designed to create value for partners by anticipating your needs, with a goal of helping you grow. The feature-rich program rewards your accomplishments and has four distinct tiers to ensure you receive the benefits and support you need to scale your business.

## **General Questions**

**Q:** *Where can I learn more about the program features?*

**A:** There are two places where you can learn more about this program. The Premier Partner Program brochure details the expectations and benefits of the program, and how you can work their way through the tiers.

**Q:** *If I am an existing Mimosa partner, what do I need to do to take advantage of this program?*

**A:** Please complete the form on the [Become A Partner](#) page. One of our team members will reach out to you.

**Q:** *If I am a new partner what do I need to do in order to take advantage of this program?*

**A:** All new partners must complete the free online training, make a purchase from an authorized distributor of \$2,000 USD or more, and agree to the terms and conditions of the program. To learn more, please complete the form on the [Become A Partner](#) page.

**Q:** *How do we know all partners are being evaluated equally in the selection process?*

**A:** Partners can be confident in the online system which manages the program. All partners must meet the minimum qualifications of completing the online training, signing the contract, and making a purchase of at least \$2,000 USD from an authorized Mimosa distributor. You will have 30 days after gaining access to the portal to meet these requirements. Furthermore, the portal has automated rules in place to manage and monitor partner performance, and grants you access to benefits as you work your way through the tiers of the program.

**Q:** *What constitutes a qualifying opportunity for Deal Registration?*

**A:** Qualifying opportunities must be valued at \$5,000 to \$24,999 MSRP for the partner to get a 3% discount. For all deals valued at \$25,000 to \$99,000 MSRP, the partner will get a 5% discount. For all deals valued at \$100,000+ MSRP, the partner will get a 7% discount. Qualifying opportunities must not already be registered in the online portal.



### **Online**

partners@mimosa.co

[www.mimosa.co/partnerprogram](http://www.mimosa.co/partnerprogram)



### **Phone**

+ 1 408 628 1277



### **Mimosa Networks**

469 El Camino Real, Suite 100

Santa Clara, CA 95050

**Q:** *What happens when I submit an opportunity and Mimosa is already engaged with the prospect?*

**A:** When a new opportunity is registered by the partner, the system will immediately check to see if the opportunity is already found in the CRM. If the record already exists, then the system will not allow you to submit that record for registration.

**Q:** *Will I have edit capabilities on the opportunity record?*

**A:** Yes, partners will be able to edit their leads within the partner portal.

**Q:** *What is "lead disbursement" and how are leads disbursed within the portal?*

**A:** Mimosa receives leads through a variety of avenues such as tradeshow, webinars, digital advertising and industry events, and our sales teams are encouraged to work with strategic partners, where appropriate, to help move these leads from initial stage, through quote of Mimosa products and to closure.

**Q:** *I see how the Premier Partner Program helps Mimosa, but how is Mimosa helping to grow my business?*

**A:** Mimosa is the global technology leader in fiber-fast wireless broadband, enabling service providers to connect dense urban and hard-to-reach rural homes at a fraction of the cost of fiber-to-the-premises solutions. Founded in 2012 by Silicon Valley veterans, Mimosa is deployed around the globe, and we are excited to partner with you to deliver the connectivity that your bandwidth-hungry customers demand with unmatched price-performance.